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"satisfactions" with welfare. It lacks orientation on the practical side, because it shows little of that quality of shrewd and balanced judgment such as comes from responsible participation in affairs, either in person or through intimate association with men of business and public administration. One could infer with some confidence, from the author's treatment, that he has probably never tried to "make money" himself, or help anybody else make any, that he has probably never held administrative posts himself, and that his conversational acquaintance with business men and administrators is not fruitful. This is, of course, only another way of saying that he has not emancipated himself from the scholastic tradition—as most of us, perhaps, who aspire to economic theory have not yet succeeded in doing. Surely it is only by keeping abreast of the thought and action of one's time, and that largely through intimate association with his scientific colleagues in other lines, and with men of business and public affairs, that a theorist can tell just what are the important and timely questions to ask himself, as a specialist, and can acquire the "wisdom" necessary to pass the right judgment on the quality of his answers.

For his insight into the need for more unity than economic science has yet been able to achieve, and for his courageous attempt to achieve it by reference on the one side to practical social need, and on the other to the "master concept" of the national dividend, the author enlists my sincere admiration. It is a splendid thing to essay so great a task, refusing to be deterred by one's handicaps. If, as in the present case, the handicaps are rather serious, they are fortunately not all of an irremediable kind. We may cherish the hope that Professor Pigou will gradually overcome them in his later work; he is only thirty-seven, and no post could be more inspiring than the one so long held by Professor Alfred Marshall. But I do not think the national dividend will turn out to be the "master concept"; this book measurably proves as much.

CARL E. PARRY

OHIO STATE UNIVERSITY

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*La concorrenza. Sistema e critica dei sistemi.* By EMANUELE SELLA. Vol. I. Turin: Fratelli Bocca, 1915. 8vo, pp. xvi + 503. L. 10.

The present volume is but the first part of a larger work which Professor Sella has in mind, and well in hand, to be completed in three parts, one volume to each part. Part I, having something like an independent

unity, is advanced to publication now as Vol. I, because the author believes that "this is not the time to be completing scientific treatises, when, at any hour, other and more serious duties to the nation and to European civilization itself may claim the energies of every Italian citizen." As one may judge by references here and there and by some general intimations of what is to come, the first volume is quite different in character from the other two. Part II is to treat of competition and the fundamentals of economic policy; Part III will treat of the theory of exchange. Both will discuss substantive economic doctrine: this first part is rather a discussion of premises and methods of social science.

Although any criticism of the entire work would be premature now, yet some knowledge of its purpose and spirit will afford a needed help toward an understanding of what may be taken as the introductory part. The author considers himself a developer of the work of the historical school, of Roscher, Cliffe Leslie, Schmoller, and the rest (p. 478); but he does not disparage the orthodox economics, as do some members of the historical school. He has words of qualified commendation for the classical economists, as for men who have done a necessary work of preparation (p. 499) and given a point of departure for subsequent progress (p. 52, n. 2). But the old economics has been defective. It has been too much an economic statics (p. vii). It has neglected (p. 52) or missed (p. 500) reality, by limiting itself too closely to the "economic man," an individual acting from motives of pleasure and pain (pp. 345-47). There are non-hedonistic motives (p. 157); and there are unconscious purposes and motives (pp. 118, 139). There are evolutionary tendencies of social organisms (pp. 118, 125, 304), "economico-functional competitions" of society, processes by which one of several possible adjustments of the elements of a social composite comes to prevail (p. 454); and these deep, perhaps unconscious movements of social change are the proper objects of economic science<sup>1</sup> (pp. 72, 139).

The particular purpose of the present part is declared on its first page. It is to explain the exact meaning of competition and to make clear its postulates and its uses and limitations as an instrument of logic in the development of scientific doctrine (p. iii); and to this purpose the author

<sup>1</sup> "By purpose may be understood objectively the condition or position toward which the organism tends, consciously or unconsciously" (p. 304). "The study of elective and selective processes is for the organisms of society analogous to the study of tropisms in biology. If the cells, tissues, organs could speak and formulate principles, we should have a hedonistic theory of their 'action.' As it is, we have a functional theory, with which the hedonistic opinion of these elements has nothing to do" (p. 372). The character of the work as a whole is shown most clearly at pp. 499-500.

adheres throughout. He believes that competition has been understood in too narrow a meaning, "almost exclusively for the purposes of the theory of value" (p. vii), that the concept has been uncertain (p. 4) or confused (p. 19), and that some economists have feared to attempt a definition (p. 61). Accordingly, he reviews briefly many writers in economics, in order to determine and weigh their implications and declarations and prepare the way for his own definition: "the situation when there is a class of active elements each seeking to attain a definite end to the exclusion of the others, whatever the characteristics of these elements" (p. 144). Then follow elaborate analyses and brief discussions of the conditions, forms, aspects, degrees, modes, directions, modifications, combinations, successions, limitations, and results of competition, whether elementary or total. Such, in brief, is the special scope of the volume.

Of the highly abstract character of the expositions the definition of competition is but an illustration. So it runs throughout. "The organisms under consideration may purpose at a given time to seek a chronological series of successive objects, which may be qualitative or quantitative" (p. 402). "Functional substitution may produce: (1) the death or destruction of the vanquished rivals; (2) their expulsion alternatively or cumulatively, (a) from the place, (b) from the function" (p. 192). Not often are the concrete facts of life cited, even in illustrations. Moreover, a still higher degree of abstraction, or a generalized formalism of exposition, is of frequent recurrence. "Let the fundamental doctrines of economics be  $A, B, C, \dots$ . Let each of these rest upon a given number of premises. For  $A$  let these be  $a, b, c$ , for  $B, b, d, e$ ; for  $C, b, f, g$ " (pp. 8-9). "Suppose an organism  $A$ . Suppose that this organism assumes the successive forms following:  $A^0, A^1, A^2, A^3, \dots A^n$ . Suppose new conditions,  $B$ , introduced now. We shall have a relation to be written  $(A, B)$ . Hence:  $A^0, A^1_b, A^2_b, A^3_b, \dots A^n_b$ . That is, every condition of  $A$  will have been modified by  $B$ " (pp. 306-7). This certainly is not economics. Perhaps it is sociology. It is more like formal logic.

So far as the volume is substantive social science of any sort, it must be sociology. The competition which the author defines and discusses is not restricted to economic relations. It appears in party politics (p. 190), in fashion as a means of feminine rivalry (p. 105), in the struggles of nations (p. 411), in the extravagant expenditures of social pretense (p. 475), in scholastic competitions (p. 221), in the investigations of scientists (p. 138), and in other relations, even in the conflicts of emotions

and motives (p. 107). And when an author discusses such subjects chiefly in metaphorical language, by marked preference in psychological and biological metaphors, and with a free use of terms of fresh mintage, he is a sociologist. Professor Sella is well toward the van of the sociologists. His known *penchant* for biological metaphors or analogies is much in evidence again. His book abounds with strange terms: "economico-functional competition," "economico-morphological," "morphological dynamism," "pseudo-potential," and a great many more. He even makes a declaration of terminological independence which probably cannot be matched in the history of science. "I give notice that, when presenting my thought, I feel bound only by the terminology which I have announced and premised, and, therefore, not by that of the classicists, not by that of the hedonistic economists, not by that of the mathematical economists, not by that of the philosophers, or the jurists, or the biologists" (p. xi).

In view of the unmistakably sociological character of the present volume, and in view of the author's very extensive reading in economics, philosophy, literature, and science, it is interesting to note that he gives but little evidence of familiarity with writers in sociology. Among those whom he does cite briefly he attends rather more closely to those whose sociology is in the realm of tangible and accessible reality, as Maine, Spencer, Westermarck, and Ratzel. The greater number of those whose subjects, points of view, and methods of treatment are more like his own are neglected. Novicow and Tarde are, indeed, mentioned once or twice, as is Comte; and one magazine article by Professor Giddings is cited. But there is no indication that Professor Sella has been guided by such men as Bagehot, De Greef, Gumpłowicz, Le Bon, Schäffle, Simmel, Small, Ward, Worms. His guidance, his data, and inspirations have been derived almost wholly from the economists, from their books or chapters on competition and related topics.

Of the objective study of reality, so highly commended as the proper work of the economist, there is none in the present volume. It is not at all a study of competition operating in society: it is rather a study of the psychology, logic, and metaphysics of competition. Of positive and concrete reality there are but the rarest hints. There is a great deal about analyses, criteria, purposes as causes, the subjective and the objective, and logical processes and discrimination. "Processes of logical elimination of structural stigmata implied in the hypotheses of competition," "competition as criterion of logical distinction in the economists," "competition and the hierarchy of social organisms," "analysis of the

morphological relations of competition": these and similar headings indicate the nature of the discussions.

As best one can judge without a closer and more laborious pondering and comparison of novel expressions than the apparent importance of the thought demands, the analyses, discriminations, subordinations, and co-ordinations of which the volume so largely consists are made generally with skill and consistency. No independently thoughtful reader will have exactly Professor Sella's point of view everywhere throughout so large a volume; none, therefore, will judge the work wholly free from defects. Since a mutuality of relations or influences is essential to competition, in the common usage of the term as in Professor Sella's (pp. 81, 85), the propriety of recognizing a competition between the living and the dead is open to question (pp. 85-86). The author himself does not feel quite comfortably sure of his biologico-economico-functional principle that "the internal characteristic [of the organism] is fixity. . . . Every organism inherits itself every moment. The new necessities of the environment determine the adjustment . . . ." (p. 305). The non-sociological economist will have difficulty in finding a point of view from which it will appear that "there is not an irreconcilable difference between the English school and that of List" (p. 31). Are political economy and economic policy to be looked upon as but two aspects of the same science (p. 31)? Is economic policy a science? or an art? Confidence in the socialists' opposition to a European war (p. 208, note) was not well grounded. And in the early parts of chap. iii, particularly in sec. 2, on the economico-political aspects of competition, there is a wider departure from logical consistency of analysis than can be excused by the declaration that no consistent principle of classification is possible (p. 190).

But, on the whole, the volume is a monument to the author's learning. There are scholarly digressions on several topics, on the origin of the phrase *laissez-faire* (pp. 23-25, note); on the Jews as a social element (pp. 113-16); on the extent of pleasurable labor (pp. 272-76); and one of great interest to economists, in which a very definite development and application of the principle of marginal utility is traced in a work of Gioia's which escaped Cossa's knowledge and which antedates by twenty years the earliest of the writers to whom the origin of the principle has been credited<sup>1</sup> (p. 89, note). Indeed, one is tempted at times to pronounce the book heavy with erudition. None would have been conscious

<sup>1</sup> *Del merito e delle ricompense*. Professor Sella cites an edition of 1839; but the book appeared in 1818.

of a lack if there had been no examination of the relations of the phenomenal and the real in the thought of Descartes, Hobbes, Spinoza, Berkeley, and Kant (p. 87, note); nor was it necessary to illustrate the concept of the unity of society in the philosophers, statesmen, and poets of the ages (p. 109, note). But be that as it may: the book is a product of ripe scholarship. The world's literature is drawn upon from Aristophanes and Virgil, through Dante and Shakespeare, to Roosevelt, Bellamy, Lafcadio Hearn, and the "Atlantic Magazine." There are evidences of acquaintance with the range of philosophical thought from Plato, through the great masters, Descartes, Spinoza, Berkeley, Kant, Fichte, Hegel, Schopenhauer, to Eucken, Bergson, and the *Hibbert Journal*.

Most economists will not find the book as a whole very useful; although any economist would be interested in some of the digressions from the central theme and in some of the discussions which are strictly relevant, as that of curves of utility and their critical points (p. 491). American sociologists should welcome the book and enjoy it throughout. Its general likeness to their own is real. And the author's considerable independence of their sources and guides should stimulate in them a peculiar interest. Moreover, every such writing as this of Professor Sella's must kindle or continue a feeling of tenderly sympathetic and patient expectancy, avuncular if not parental, in any social scientist who remembers De Greef's declaration in the first part of his *Introduction à la sociologie*: "L'explication de la sociologie par la biologie et la psychologie est la dernière période d'enfancement de la plus complexe des sciences."

WILLARD C. FISHER

MIDDLETOWN, CONN.

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*Studies in the Marketing of Farm Products.* By L. D. H. WELD and STUDENTS IN AGRICULTURAL ECONOMICS. University of Minnesota Studies in the Social Sciences, No. 4. Minneapolis: Bulletin of the University of Minnesota. February, 1915. Pp. 113.

Every serious student of the problem of agricultural marketing methods should welcome this substantial contribution to the somewhat scanty literature of the subject. Seven of the papers contained in this volume are fairly detailed studies of its various phases as it presents itself in connection with the marketing of live stock, potatoes, poultry, milk, and other products in Minnesota, and of grain in Western Canada.